



صناعات
SANAAT



YEARS

FOUNDED IN

1998



20

MANUFACTURING FACILITIES
(IN 4 COUNTRIES)

ABOUT SENAAT

SENAAT (formerly known as SENAAT Investment Company - SENAAT) was established in 1998 in Saudi Arabia.

Listed on the Saudi Exchange (Tadawul).

SENAAT is a leading diversified Saudi industrial investment company delivering integrated building and construction solutions across four core sectors: Steel, Air Conditioning, Insulation, and Construction.

With a strong legacy of engineering excellence and innovation, **SENAAT** serves more than 50 countries through locally manufactured products, advanced industrial capabilities, and customer-focused services.

The company is recognized for its proven track record in quality, safety, reliability, and delivery excellence, making it a trusted partner for major projects in Saudi Arabia and beyond.

Aligned with **Saudi Vision 2030**, **SENAAT** continues to drive industrial growth, strengthen local content, and enhance global competitiveness.

SENAAT SECTORS

STEEL

الحديد



AIR CONDITIONING

المكيفات



INSULATION

المواد العازلة



البنية التحتية للمياه
and water infrastructure solutions



CONSTRUCTION

الإنشاءات



ZODCON



SENAAT SECTORS' SERVICES

STEEL

الحديد



5 Manufacturing Facilities in Saudi Arabia for:

- Pre-Engineered Buildings
- Structural Steel
- Process Equipment
- 5 International Manufacturing Facilities for Pre-Engineered Buildings and Structural Steel
- Industrial Maintenance

AIR CONDITIONING

المكيفات



4 Manufacturing Facilities for:

- Complete range of Consumer, Commercial, and Industrial Air Conditioning Products
- Industrial Maintenance
- Testing Labs
- Fire & Safety Equipment & Services
- Building Automation Systems & Services
- Low Current & Low Voltage Products & Services
- Solar Power Design & Installation Services
- Technical Facility Management

INSULATION

المواد العازلة



5 Manufacturing Facilities for:

- Fiberglass Insulation
- Rock Wool Insulation
- Pre-insulated Pipes
- Building Components

CONSTRUCTION

الإنشاءات



- Turnkey EPC Construction Projects
- MEPF Projects
- 1 Manufacturing Facility for Pre-Cast Concrete Buildings
- BOOY projects



EGYPT

20

MANUFACTURING FACILITIES
(IN 4 COUNTRIES)

ABOUT SENAAT- EGYPT

SENAAT operations in **Egypt** represent a cornerstone of the company's international expansion.

Since launching in 1999, **Zamil Steel Egypt** has delivered over 7,400 steel structure projects, producing approximately +1.2 million tons of fabricated steel and exporting to countries across Africa and the Middle East.

With a strong presence in industrial, commercial, and infrastructure developments, the Egyptian facilities plays a critical role in driving regional growth and enhancing Zamil's production capacity.

It stands as a symbol of long-term investment, local empowerment, and engineering excellence beyond the Kingdom.



INDIA

20

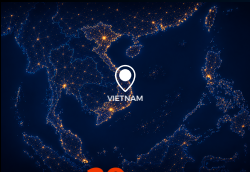
MANUFACTURING FACILITIES
(IN 4 COUNTRIES)

ABOUT SENAAT- INDIA

SENAAT presence in **India** reinforces its commitment to serving high-growth economies with localized, high-performance solutions.

Since commencing operations in 2008, **Zamil Steel India's** 87,000-sqm facility in Pune fabricates up to 100,000 MT of steel a year and has already supplied more than 1,250 projects – around 5,000 pre-engineered buildings covering 4 million m² – across India and neighboring markets. Serving high-growth sectors such as logistics, warehousing, and industrial infrastructure, it functions as both a regional production base and engineering hub, powered by advanced design centers and a highly skilled workforce.

This strategic presence amplifies **SENAAT's** agility and market reach within one of the world's fastest-growing economies.



20

MANUFACTURING FACILITIES
(IN 4 COUNTRIES)

ABOUT SENAAT- VIETNAM

Vietnam is a vital production and export hub within **SENAAT** international network.

Established in 1997, **Zamil Steel Vietnam** now runs two state-of-the-art plants in Hanoi and Dong Nai with a combined capacity of up to 120,000 MT of steel structures per year and more than 1,000 employees spread across 13 regional offices. Harnessing automated production lines and robotic welding systems, the business has delivered over 7,000 projects throughout Southeast Asia, assuring precision, speed, and consistent quality.

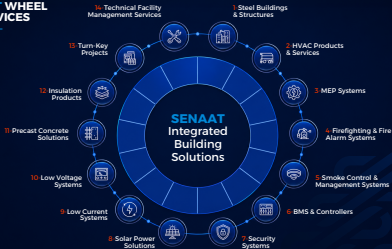
As a pivotal export and technology hub, the Vietnam operation secures **SENAAT's** competitive edge and supports infrastructure and industrial growth globally.



ONE-STOP PROVIDER

for integrated
building solutions

SENAAT WHEEL OF SERVICES



01

STEEL BUILDINGS & STRUCTURES

Pioneer in PEB

(Pre-engineered Building) & Hot rolled steel structures. Making your project lighter, faster, and economic.



Pre-Engineered Buildings



Plant & Equipment Structures



Hybrid Commercial Structures



02

HVAC PRODUCTS & SERVICES

Proudly Saudi-Made Air Conditioners.

Encompliant with SASO and green building standards, engineered for extreme climates, fully



Industrial & Commercial AC products



Residential AC products



High-standard maintenance services



Integrated Technical Facility
Management Services



03

MEP SYSTEMS

Our services provide integrated design, installation, and maintenance solutions for building systems.

These services include HVAC systems, electrical power and lighting, fire alarm & testing & commissioning, and water supply & drainage.

We ensure energy efficiency, safety compliance, and sustainable site performance.

Projects executed cover commercial, industrial, residential, and infrastructure sectors.



04

FIREFIGHTING & FIRE ALARM SYSTEMS

Approved Life & Safety protection system

Provider as per SALAMA Riyadh, UL, HCIS, FM, and PCI approvals.



Suppression systems



Alarm and detection Systems



Water-Based (Sprinkler, Hydrant, Fire Cabinet, Foam, and Fire Pump) Systems



Extinguishers



05

SMOKE CONTROL & MANAGEMENT SYSTEMS

In compliance with Fire systems



Natural & Mechanical Smoke Ventilation Systems



Pressurization Systems for Escape Routes and Staircases



Smoke Extraction Fans & Dampers



Fire-rated Smoke Curtains and Barriers



Integration with Fire Alarm & BMS Systems



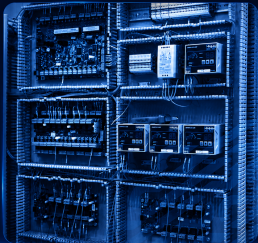
06

BMS & CONTROLLERS

Certified System Integrator and solution provider for Building Automation, including but not limited to HVAC Control, Energy Management, Air Quality, and Integrated Building Management.

Solutions Include:

- BDC Controllers
- VAV and Fan Coil Unit Controllers
- HVAC Power Distribution Panels
- Temperature, Pressure, Humidity, and various other sensors
- Damper Actuators
- Smoke Extraction Fans & Dampers
- Valves and Valve Actuators
- Variable Frequency Drives
- Sight Building Management Software
- Metering and Energy Management
- Remote Monitoring and Alarm Notification



07

SECURITY SYSTEMS

Extensive Expertise in Access Control, CCTV, & Antenna Systems in addition to physical security systems.



08

SOLAR POWER SOLUTIONS

Full services of Design, supply, erection + T&C of latest solar power systems that can exceed 100K sqm.



09

LOW CURRENT SYSTEMS

Zamil Controls is a Low Current solution provider for design, supply, install, and commission various systems with a strategic relationship with the world's leading manufacturers.

Solutions Include:

- Closed Circuit Television System (CCTV)
- Access Controls System
- Public Address System (PAS)
- Intrusion Alarm System
- Conference System
- Asset Tracking System
- Home Automation
- Audio/Video System



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LOW VOLTAGE SYSTEMS

Zamil Controls designs and builds Motor Control Systems and Power Distribution Panels for Industrial and commercial applications.

Solutions Include:



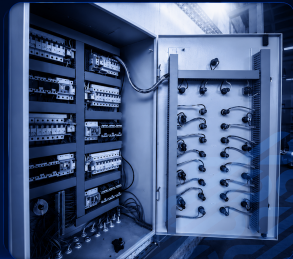
Motor Control Centers



Soft Starters / Variable
Frequency Drives



Power Distribution Panels



11

PRECAST CONCRETE SOLUTIONS

Our enormous factory in Riyadh designs, fabricates, and supplies to site different structural concrete elements ready; e.g. Double-T slab, Hollow core slabs, staircases and others that can reduce your construction time and manpower cost



12

INSULATION PRODUCTS

Our subsidiary GIG provides wide range of insulation products with extensive expertise in manufacturing insulated sandwich panels/fiberglass/rockwool products for thermal and acoustic insulation used in civil & MEP purposes.



13

TURN-KEY PROJECTS

- **SENAAT** offers comprehensive turnkey solutions that seamlessly integrate design, engineering, procurement, manufacturing, and construction under one umbrella.
- Leveraging its multi-sector expertise (Fabricated Steel, Air Conditioning systems, insulation materials, and full project execution), Zamil provides clients with a single point of responsibility for complex industrial and commercial projects.
- This end-to-end approach ensures greater efficiency, cost control, and quality assurance throughout the project lifecycle, while significantly reducing coordination risks and delivery timelines. From concept to commissioning, SENAAAT's turnkey service delivers fully operational facilities tailored to meet the highest standards of performance and reliability.



14

TECHNICAL FACILITY MANAGEMENT SERVICES

Certified System Integrator and solution provider for Building Automation, including but not limited to HVAC Control, Energy Management, Air Quality, and Integrated Building Management.

Solutions Include:

- Hard FM (MEP maintenance, HVAC, civil works)
- Soft FM (cleaning, security, landscaping)
- Specialized services including energy management and asset lifecycle planning

With a focus on technology integration, compliance, and service excellence, we ensure safe, efficient, and sustainable environments. Our experienced workforce and centralized management systems enable seamless service delivery for government, commercial, and industrial clients. We are committed to optimise SENAAT facility performance while reducing operational costs.



2025 → 2026

A YEAR OF **RESILIENCE** AND SUSTAINABLE PROFITABILITY



Revenue growth



Improvement in
gross margins



Increased
productivity



Improvement in
operating leverage



Increased manufacturing
utilization

IMPROVEMENT IN PROFITABILITY

MARCH 2026

HIGHLIGHTS



MARCH 2026

HIGHLIGHTS

Total Consolidated Revenue

﷼ 1,347 Million
Last Year 1,520

-11%

Steel Sector Sales

﷼ 757 Million
Last Year 728

+4%

Saudi Arabia Sales

﷼ 1,048 Million
Last Year 1,232

-15%

Shareholders' Equity

﷼ 729 Million
Last Year 582

+25%

Gross Profit

﷼ 265 Million
Last Year 259

+2%

Air Conditioning Sector Sales

﷼ 338 Million
Last Year 360

-6%

Asia Sales

﷼ 184 Million
Last Year 162

+14%

Earnings per share

﷼ 0.52
Last Year 0.40

+30%

Operating Profit

﷼ 83 Million
Last Year 73

+13%

Insulation Sector Sales

﷼ 157 Million
Last Year 132

+19%

Africa Sales

﷼ 115 Million
Last Year 126

-9%

Net Profit

﷼ 31 Million
Last Year 24

+29%

CONSTRUCTION Sector Sales

﷼ 119 Million
Last Year 328

-63%

KEY FINANCIALS SNAPSHOT

REVENUE
GROSS PROFIT
OPERATING PROFIT
NET PROFIT
EPS

March 26

Performance



Revenue

1,348 MSR



EBITDA

128 MSR



Net Income

31 MSR



Free Cash Flow

-47.2 MSR



ROCE

13.7%



ROE

22.3%



D/E Ratio

3.0



EBITDA (兊 mn)



Q-o-Q

Y-o-Y



Revenue (兊 mn)



Q-o-Q

Y-o-Y

Income Statement

MSR	YTD Mar'25	YTD Mar'26	YoY change
Sales Value	1,520	1,348	-11.5%
EBIT	89	89	12.0%
EBITDA	112	128	14.7%
Net Income	23.7	31.0	30.7%

Cash Flow Statement

MSR	31st Mar'25	31st Mar'26	YoY change
Operating activities	32.4	(14.0)	-143.2%
Investing activities	(4.4)	(27.3)	514.9%
Financing activities	(76.4)	10.8	-114.1%
Net Cash Flow	(48.5)	(30.5)	-37.1%
Cash at year beginning	551.7	288.3	-48.8%
Movement in translation	0.5	(10.4)	-1921.6%
Cash at end of period	503.8	258.4	-48.7%

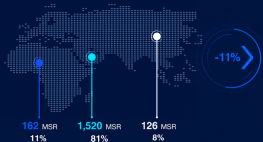
Balance Sheet

	MSR	31st Dec'25	31st Mar'26	31st Mar'26	YoY change
Uses of Capital	Fixed assets	773	707	776	9.7%
	Inventories	1,521	1,387	1,463	5.6%
	Accounts Receivables	1,843	1,803	1,996	10.2%
	Contract assets	959	712	675	-5.3%
	Cash & short term deposits	439	504	382	-32.1%
	Others	683	779	745	-4.5%
	Total	5,919	5,893	6,038	2.5%
Sources of Capital	Equity & reserves	548	473	565	19.0%
	Non controlling interests	146	107	168	82.8%
	Total debt	2,187	2,168	2,200	1.6%
	Contract liabilities	1,002	1,230	1,065	-14.2%
	Accounts Payables	665	672	727	8.2%
	Others	1,370	1,243	1,328	6.9%
	Total	5,919	5,893	6,038	2.5%
	Return on Capital Employed	12.7%	13.0%	13.7%	
	Return on Equity	20.2%	20.5%	22.3%	
	Debt to Equity	3.2	3.7	3.0	

GEOGRAPHICAL SPREAD

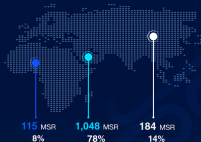
YTD Mar 25

Revenue **1,520** MSR



YTD Mar 26

Revenue **1,348** MSR



MSA Africa Asia

SECTOR SPREAD



YTD Mar 25

Revenue **1,520** MSR

46%

Steel



728

24%

HVAC



360

21%

Construction



326

9%

Insulation



132

-11%

YTD Mar 26

Revenue **1,348** MSR

54%

Steel



757

25%

HVAC



338

9%

Construction



119

12%

Insulation



157



Steel



HVAC



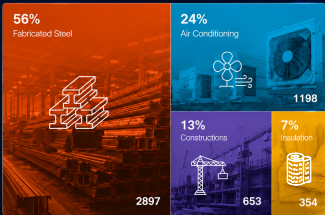
Construction



Insulation

Order Backlog As Of 31st Mar 26

Total
5,102 MSR



Fabricated Steel



Air Conditioning



Constructions



Insulation

STRATEGIC OUTLOOK



Healthcare

- Religious tourism
- Logistics hubs
- Data centers
- Facilities management



Demand Drivers

- Construction projects of Industrial, commercial, residential & infrastructure facilities by both the Government & Private Sector
- Gas projects
- Urbanization of cities
- Sports complexes



Market Outlook

- Economic activities and the growth of the Kingdom of Saudi Arabia, India, Africa, and select East Asian countries support adhering to profitable growth opportunities for SENAAT



Performance Drivers

- Sales growth
- Operating leverage
- Procurement effectiveness
- Manpower productivity
- Manufacturing automation & utilization
- Capital efficiency



Strategic Actions

- Integrated total building & construction solutions
- Capacity expansion in select markets
- Automation of manufacturing plants
- Digital transformation of processes
- Select BOOT projects
- Upskilling employees and professionals through Learning & Development

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